

**Ireland-Dublin: Business development consultancy services**

OJ S 122/2016 28/06/2016

**Contract notice****Services****Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: Geological Survey of Ireland

Postal address: Beggars Bush, Haddington Road

Town: Dublin

NUTS code: IE021 Dublin

Postal code: D04 K7X4

Country: Ireland

Contact person: Mary Carter

E-mail: [mary.carter@gsi.ie](mailto:mary.carter@gsi.ie)

Telephone: +353 16782000

Fax: +353 16681782

**Internet address(es):**Main address: <http://www.gsi.ie>Address of the buyer profile: <https://irl.eu-supply.com/ctm/Company/CompanyInformation/Index/402>**I.3. Communication**The procurement documents are available for unrestricted and full direct access, free of charge, at: [http://irl.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=100438&B=ETENDERS\\_SIMPLE](http://irl.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=100438&B=ETENDERS_SIMPLE)[PID=100438&B=ETENDERS\\_SIMPLE](http://irl.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=100438&B=ETENDERS_SIMPLE)

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: [http://irl.eu-supply.com/app/rfq/rwlenrance\\_s.asp?PID=100438&B=ETENDERS\\_SIMPLE](http://irl.eu-supply.com/app/rfq/rwlenrance_s.asp?PID=100438&B=ETENDERS_SIMPLE)

Tenders or requests to participate must be submitted to the abovementioned address

**I.4. Type of the contracting authority**

Ministry or any other national or federal authority, including their regional or local subdivisions

**I.5. Main activity**

Other activity: geological survey

**Section II: Object**

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**II.1. Scope of the procurement****II.1.1. Title**

Business Development and Tender Tracking Services for Geoscience Ireland.

Reference number: GSI RFT GI&amp;TE 2016

**II.1.2.**

**Main CPV code**

79411100 Business development consultancy services

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

This RFT relates to 2 Lots:

(1) A Business Development Manager who will oversee the further expansion of the Geoscience Ireland business consortium, and;

(ii) A Tender Executive who will track tender opportunities relevant to the GI members and coordinate tender responses on behalf of the members.

**II.1.5. Estimated total value**

Value excluding VAT: 400 000,00 EUR

**II.1.6. Information about lots**

This contract is divided into lots: yes

Tenders may be submitted for all lots

**II.2. Description****II.2.1. Title**

Business Development Management Services for Geoscience Ireland

Lot No: 1

**II.2.2. Additional CPV code(s)**

79990000 Miscellaneous business-related services

**II.2.3. Place of performance**

NUTS code: IE021 Dublin

Main site or place of performance: Geological Survey of Ireland Offices.

**II.2.4. Description of the procurement**

Business Development Manager: Main Responsibilities.

The Business Development Manager (BDM) for Geoscience Ireland should be a strong self-motivator and have an excellent reporting ethos. They should have strong skills in marketing, communications and administration and have a well-developed understanding of the political and business culture in Ireland and overseas. They should be highly competent in selling, negotiating and in the legal aspects of this position.

It should be noted that the BDM will act as an Agent of the GSI and other Consortium members and as such must act at all times to uphold the good name of the GSI, the State and consortium members.

The BDM will be tasked to:

- Prepare a broad strategy for the development of business for the next 3 to 4 years;
- Liaise with Enterprise Ireland and other key stakeholders in relation to this project and further opportunities for GI;
- Visit the market, developing business opportunities for GI;
- Coordinate the submission of tenders for and on behalf of GI.

**II.2.5. Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

## **II.2.6. Estimated value**

Value excluding VAT: 200 000,00 EUR

## **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 36

This contract is subject to renewal: yes

Description of renewals:

Possible 18 month extension.

## **II.2.10. Information about variants**

Variants will be accepted: no

## **II.2.11. Information about options**

Options: no

## **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:

no

## **II.2.14. Additional information**

### **II.2. Description**

#### **II.2.1. Title**

Tender Tracking Executive Services for Geoscience Ireland

Lot No: 2

#### **II.2.2. Additional CPV code(s)**

79990000 Miscellaneous business-related services

#### **II.2.3. Place of performance**

NUTS code: IE021 Dublin

Main site or place of performance: Geological Survey of Ireland Offices.

#### **II.2.4. Description of the procurement**

Tender Executive: Main Responsibilities:

- Managing and developing an efficient tendering/ tender tracking process;
  - Coordinating collaborative bids with Member Companies;
  - Tracking 'Request for Tender' and 'Expression of Interest' opportunities in overseas markets (UK, Nordic, Eastern Europe, Gulf and Sub-Saharan Africa) in-line with the objectives and skill-sets of the GI Member Companies.
- The main sources of opportunity are the public sector and the International Donor Agencies (World Bank, EU, UN and MCC); however private sector opportunities arise on a regular basis.
- Developing and maintaining high quality knowledge of the GI Member Companies in order to deliver the most relevant tender opportunities;
  - Supporting tender procurement by GI Member Companies and follow-up on subsequent queries;
  - Document Control: Compiling and maintaining a database of relevant documents necessary for tendering;
  - To develop and maintain a database to inform GI KPIs, reporting and marketing.

#### **II.2.5. Award criteria**

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#### **II.2.14. Additional information**

### **Section III: Legal, economic, financial and technical information**

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#### **III.1. Conditions for participation**

##### **III.1.2. Economic and financial standing**

Selection criteria as stated in the procurement documents

##### **III.1.3. Technical and professional ability**

Selection criteria as stated in the procurement documents

#### **III.2. Conditions related to the contract**

##### **III.2.2. Contract performance conditions**

As stated in the procurement documents.

##### **III.2.3. Information about staff responsible for the performance of the contract**

Obligation to indicate the names and professional qualifications of the staff assigned to performing the contract

### **Section IV: Procedure**

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#### **IV.1. Description**

##### **IV.1.1. Type of procedure**

Open procedure

##### **IV.1.3. Information about a framework agreement or a dynamic purchasing system**

##### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

#### **IV.2. Administrative information**

##### **IV.2.2.**

**Time limit for receipt of tenders or requests to participate**

Date: 27/07/2016 Local time: 12:00

**IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

**IV.2.4. Languages in which tenders or requests to participate may be submitted**

English, Irish

**IV.2.6. Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)

**IV.2.7. Conditions for opening of tenders**

Date: 27/07/2016 Local time: 12:00

Place:

Online.

**Section VI: Complementary information**

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**VI.1. Information about recurrence**

This is a recurrent procurement: no

**VI.2. Information about electronic workflows**

Electronic invoicing will be accepted

Electronic payment will be used

**VI.3. Additional information**

**VI.4. Procedures for review**

**VI.4.1. Review body**

Official name: High Court

Town: Dublin

Postal code: 2

Country: Ireland

Internet address: <http://www.courts.ie>

**VI.5. Date of dispatch of this notice**

23/06/2016